For '86 N-truck, V-6 engine

Chrysler to expand three Detroit plants

By Dan McCosh
Detroit Reporter

Chrysler Corp. is planning three significant plant expansions in the Detroit area aimed at 1986 model year programs, according to Chrysler sources.

Chrysler's 1986 N-truck, a late 1986 model year program for a mid-size pickup, accounts for two of the expansions: A new 3.9-liter, V-6 engine is currently planned for its Detroit Mound Rd. engine plant, now building its 5.2-liter V-8.

Chrysler also expects to assemble the truck in an expanded Warren (Mich.) truck plant. New capacity also is being added at Chrysler's Trenton (Mich.) engine plant to build two new derivatives of its 2.2-liter 4-cylinder engine to handle 1986 car programs.

Chrysler's new N-truck is significantly larger than both the minivan and the closest competitive products — Chevrolet's S-series pickups and Ford's Ranger.

The new V-6, with a 90-degree cylinder bank, is sized to run on compatible tooling with the V-8s currently being built at Mound Rd. and allows production to be swung to either engine depending on market demand.

Chrysler's mothballed Windsor (Ont.) engine plant does not figure into current plans, although it once shared some machining operations with Mound Rd.

To expand the Warren truck plant, Chrysler recently purchased a 47-acre tract formerly owned by Jones & Laughlin Steel Corp., adjacent to its Warren plant, to make room for new paint and body lines, plus add parking needed for "just-in-time" inventory control.

Flexibility between the new N-truck and full-size pickups currently being built at Warren will be a key factor in the plant design.

• Meanwhile, new capacity to build new 1.8-liter and 2.5-liter engines based on the existing 2.2-liter 4-cylinder is being added at Trenton. It will bring planned output to the 1.1-million-unit range by the end of the 1986 model year, making the Chrysler engine complex one of the largest in the industry.

The 2.5-liter version of the engine features a counter-rotating balance shaft originally developed by Mitsubishi, which demands the installation of a separate assembly line.

Chrysler's domestic production plans dovetail with its recent announcement that it will be importing a small V-6 engine from its Japanese affiliate Mitsubishi Motors Corp., and some resourcing to its Mexican operations.

The Mitsubishi engine, due to be imported late in the 1986 model year, is slated as a power upgrade for Chrysler's minivans, currently Canadian-built in its Windsor assembly plant, as well as several Mitsubishi-built products.

Largest engine currently available for the minivan is the Mitsubishi 2.6-liter 4-cylinder.

Impact of the moves on Chrysler's U. S. employment depends on both market demand and some future sourcing decisions — including the location of a second plant for the minivan, said a Chrysler spokesman.

The truck and engine sourcing, however, does represent a strong counter to some recent decisions to source cars and engines outside the U. S.

Chrysler recently told its suppliers it is planning U. S. production capacity for 1.7 million front-wheel-drive vehicles by 1987.

Chrysler link will not affect Maserati in U. S.

Chrysler's new tieup with Italy's Officine Alfieri Maserati S.p.A. won't affect sales or distribution of Maserati automobiles in the U. S., says Kjell Qvale, chairman of U. S.-based De Tomaso Industries, Inc.

"Chrysler's sports car will be powered by a Chrysler engine—it will be a Chrysler product," Qvale said, while acknowledging the sale of a Maserati-built chassis in Chrysler showrooms (planned for the 1987 model year) will increase the visibility of Maserati in the U. S.

"The Chrysler car won't be sold in Maserati dealerships, and Maserati cars won't be sold in Chrysler dealerships," he said.

"The problem was to fill up the capacity of our plant. We have capacity for 100,000, and we only build 20,000 Maserati models," Qvale said.

Chrysler, which recently purchased a 5 percent equity in Maserati, plans a cooperative venture to produce a mid-engine sports car using a Chrysler powerplant.

— Dan McCosh

Buffum fifth in Acropolis Rally

Driving the B.F. Goodrich Audi Quattro, John Buffum finished fifth overall in the Acropolis Rally—the highest finish for an independent driver and the highest finish ever for an American, according to Goodrich. Buffum ran on standard-production Goodrich passenger-car and light-truck radials in the four-day event, which began and ended at the foot of the Acropolis in Athens.

Tax compromise slows luxury-car depreciation

By Geoff Sundstrom
Washington Reporter

WASHINGTON. — A compromise to slow the excessive tax depreciation of luxury cars used by businesses, and to stop the growing practice of using luxury vehicles as tax shelters, was agreed to last week by House-Senate tax conferences.

Although importers of high-value autos would still smart from the rule change — since present law allows hefty tax write-offs in the first three years of vehicle ownership for business use — luxury-car importers will probaby recognize the compromise as being more acceptable than the original proposals passed in the House and Senate.

As agreed to in conference, the compromise does away with House and Senate caps on the total depreciable worth of business-use cars, allowing total depreciation of the business-use portion of a vehicle — although slowly.

Sources say the compromise was adopted partly as the result of pressure from the West German government, which was opposed to the caps. West German makers of high-priced cars such as Mercedes-Benz and BMW strongly disapproved of the write-off ceilings.

The original Senate bill would have imposed a ceiling of $15,000 that could be written off on a business auto, while the House version called for a $21,000 limit.

• The original House and Senate approaches were abandoned largely in favor of an Automobile Importers of America-originated proposal that any limitation on depreciation be made conditional on a business-use test with straight-line depreciation retained below that level. It would have limited the amount to be depreciated each year to $4,000 in the first year and $6,000 in subsequent years.

Under the compromise, vehicles will be required to meet a 50-percent business-use test — rather than the 90-percent test in the original Senate proposal — in order to qualify for the Accelerated Cost Recovery System (ACRS) and a $1,000 Investment Tax Credit (ITC) allowed only in the first year of vehicle ownership. Under present law ITC's can exceed $1,000.

At AIA's urging, the conferees agreed to reinstate depre-

Continued on Page 63, Col. 4

Germans turn to arbitration in auto strike

By Richard Feast
European Editor

FRANKFURT, West Germany. — The outcome of the independent arbitration to find a settlement to the six-week-long metal industry strike in West Germany should be known by the end of this week.

The arbitration team, headed by a former Social Democrat minister and head of the Construction Workers' Union, convened last Wednesday (June 20). Georg Leber's panel comprises three representatives each from the employer's federation, Gesamtmetall, and the union, IG Metall.

Both sides insisted that any recommendations should be unanimous ones, fearing a majority purely because of the chairman's vote. But, importantly, the arbitration decision will not be binding.

The strike arose because of a union demand for a five-hour cut in the 40-hour work week without any proportional cut in pay. The issue has turned into the bitterest management-labor confrontation in the Federal Republic in the last six years.

The employers have offered a two-stage reduction to 38 hours for some employe groups, but the union is holding out for the full concession.

Last week, the country's vehicle industry was almost at a standstill. Estimates are of 200,000 units in lost production, at a cost of $2.3 billion.

Adam Opel AG, a General Motors subsidiary, has lost 70,000 cars valued at $362 million, because of the strike. Opel is currently losing 4,000 cas a day. According to a GM spokesman, the strike has not yet hurt sales since Opel usually carries a 75-to-80-day supply, but model selection is becoming thin.

Although GM operations in Spain and the United Kingdom were still operating at press-time, the spokesman said Spain would likely be down by the end of last week and the UK by the end of the month.

Doctors endorse passive restraints

CHICAGO. — The American Medical Assn. has endorsed a resolution calling for supporting mandatory air bags or other passive restraints in all new cars, domestic and foreign, in an effort to reduce traffic deaths.

The AMA endorsed passive-restraint systems in 1970, but last week's resolution combined six proposals by AMA members who want a stronger policy on seat belts or air bags.

Blacks complain of 'redneck' approach in the field

PUSH accuses auto industry of racist attitude

By Keith Gave
Detroit Reporter

Ford Motor Co.'s alleged "racist" attitude toward minority dealerships is pervasive throughout the auto industry, says a civil-rights group that plans to confront all the major car companies about the lack of black dealers and the chronic problems they face.

"The racism that has been the attitude, and even the policy, is simply perpetuated year after year, and upper management allows it to exist," said the Rev. George Riddick, spokesman for Operation PUSH — People United to Serve Humanity.

"Black people buy a lot of cars," said Mel Farr, a Ford dealer in Oak Park, Mich. "We ought to be able to sell them, too."

Farr is chairman of the Black Ford and Lincoln-Mercury Dealers Assn. A former running back for the Detroit Lions, Farr got his start in the business through Ford's Minority dealership training program during the off-season and took over a dealership nine years ago.

Now he's running the ball for 55 black dealers, who represent less than one percent of Ford's 5,620 dealers. And the Rev. Jesse Jackson, Democratic hopeful and PUSH founder, is running interference.

During a news conference at

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59th year — No. 5028

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U. S. Engine Production, 1979-1983
(Model-year figures)

MODEL	1983	1982	1981	1980	1979
V8	1,854,062	1,600,933	1 807,120	2,121,560	5,457,038
V8 Pct.	31%	28.02%	26.74%	29.69%	58.39%
6 Cyl.	1,753,338	1,681,684	2,260,472	2,652,644	2,243,736
6 Cyl. Pct.	29.31%	29.44%	33.45%	37.13%	24.01%
4 Cyl.	2,390,256	2,429,680	2,690,174	2,371,152	1,644,731
4 Cyl. Pct.	39.69%	42.54%	39.81%	33.18%	17.60%

Engine trend reversed; V-8s stage comeback

Continued from Page 1

prices soared past the $1-a-gallon level by early 1980, U. S. auto makers slashed by more than one-half their production of larger engines.

In the 1980 model year, V-8s accounted for just 29.69 percent of the market, while four-cylinder-engine production doubled to 33.18 percent and six-cylinder-engine production climbed to 37.13 percent of output.

The trend continued in 1981, but began to show signs of turning around in the 1982 model year. Although V-8 production fell to its low of 1,600,933, V-8 penetration climbed to 28.02 percent, from 26.74 percent the year before.

Four-cylinder production reached its peak penetration of 42.54 percent, while six-cylinder production slipped to 29.44 percent of the total build.

Then, as auto makers moved to fill the need for American car buyers, dormant hunger for speed and comfort, the numbers of big engines began to creep higher.

• "Engines reflect car sizes, and the buying public is moving to larger cars," said Philip E. Benton, Ford Motor Co. vice president, sales operations. "This is a normal pattern in the year of increasing economic activity."

Ford projects building 620,000 V-8 engines in the 1984 model year, compared with 361,000 a year ago.

"Buyers have greater confidence, gas prices have been stable, and vehicle prices and retail interest rates have risen very little," Benton said. "These economic conditions are the basic ingredients of today's market structure."

Thomas F. O'Grady, auto analyst for Chase Econometrics in College Park, Pa., expects the trend to continue, at least for the next few years, because gasoline prices are expected to continue to decline "at least in real terms," until about 1986, when analysts anticipate shifts in oil production and availability.

"Now, car buyers can go back to their love of cars and the enjoyment of a good quick car with nice performance," O'Grady said.

• While V-8 engine production will never again account for more than 65 percent of the market—as it did in 1978—O'Grady predicted that big-engine production will increase because the "sportier segment of the industry is the fastest growing segment of the market right now and it is expected to continue to grow in record levels at least over the next few years."

And the demand for larger, luxury models that have customarily been powered by the biggest engines should also continue to grow, O'Grady said.

Of course, as Healy warned, that would come to a screeching halt if you had gasoline problems or a big decline in the economy."

"Those things could happen," he said, "but I don't see it on the near horizon."

Even if it did, Detroit would be able to react much quicker to a sudden demand for maximum fuel efficiency that smaller engines provide, O'Grady said.

U. S. auto makers "have the availability in the smaller engines" that they didn't have when the oil embargo of 1973-74 rocked the industry, he said.

Congress moves on GI Japanese cars from Guam

Continued from Page 2

cars were imported through Guam, Levin's aide said.

There weren't any imports through Guam in fiscal 1981. This year, an estimated 3,000 will be brought in, according to Dingell. The liberalized armed services policy would open the doors for many times that number, his aide said.

The House-approved measure would allow 200 cars to be imported each month through September, 1985, when importation would be cut off unless Congress adopts legislation addressing Guam.

Dingell had lobbied for the stricter provision that Levin and Senator Dan Quayle, Indiana Republican, pushed through the Senate Armed Services Committee. That would allow only 100 cars a month through March, 1985.

The Senate had not yet voted on the defense spending bill at press time. If approved, a compromise would have to be reached in a House-Senate conference committee.

If Guam loses the U. S. military personnel market, it will be a major blow to one of the island's biggest businesses.

The last time the market was depressed in Guam—last year—Japanese-made cars made their way into the showrooms of U. S. dealers from Guam. (Automotive News, Oct. 10 and Oct. 24, 1983). These, too, were outside the quotas.

That practice stopped when prices of the Guam cars rose in response to home demand, and it became unprofitable for U. S. dealers to pay full price plus shipping charges for the cars.

Dodge, dealers help Special Olympics

Dodge and 20 Texas dealers were major sponsors of the state's 17th Special Olympics games for handicapped persons. Pictured with the Dodge truck given to the Special Olympics for a year of use are, from left, Texas Marketing Manager Bill Tracy; dealer Larry Bossier, Bryan, Tex., and Houston Zone Manager Joe Park.

Mid-engined car coming to U. S. next year

Toyota coupe to take on the Fiero

By John Hartley
Staff Correspondent

TOKYO. — Toyota has unveiled its miniature flagship, the mid-engined coupe shown as the SV-3 at last year's Tokyo Motor Show. It has been renamed MR2 and is on sale in Japan.

It is expected to arrive in the U. S. next January, where it will be a competitor for the Pontiac Fiero.

The MR2 is a sporty auto, with its concealed headlamps and sloping nose into which the bumper is neatly integrated. The car has a slight wedge line accentuated by a tiny crease that runs along the waistline from headlamp cover to tail.

As on the SV-3, the rear pillars are fairly wide and slope rearward while the rear window is almost vertical. This layout is necessary to give access to the mid-mounted engine.

There is an intake for the front-mounted radiator below the bumper, and there is an air intake for the engine compartment on the right rear flank of the body. Usually, the body tucks in to narrow sills, but on the top model, there are plastic add-on panels to flare the sills outward.

Also on the top model is a rear spoiler, which reduces rear lift to the same value as at the front — said to be very low by the Toyota engineers. The spoiler, together with a small one on the rear of the roof, also helps bring the Cd down from a creditable 0.35 to 0.34.

Picture on Page One.

• Of course, one of the advantages of the mid-engine layout is that the driver and passenger can sit very low, because there is no engine to obscure forward vision.

By Japanese standards, the MR2 is very low with a height of 49 inches, so the car has a small frontal area which is conducive to high speed and good gas mileage on the expressway. But the MR2 is almost 3 inches taller than the Fiat X 1/9.

Clearly, the Toyota engineers had a good look at the X 1/9 before they came up with their design, which has an almost identical layout. Thus, the engine is mounted transversely behind the driver and passenger, while the radiator is at the front.

Overall length is 154.5 inches, which is virtually the same as the Fiat, although the 91.4-inch wheelbase is some 4 inches longer. The width is 65.5 inches, but the tread is wider than on its competitors — 56.7 inches in front and 56.9 inches at the rear.

Incidentally, the car is 10 inches shorter than the Corolla Levin coupe, which is to some extent a competitor.

Of course, the MR2 is two-seater pure and simple, but Toyota has provided a luggage locker of reasonable size behind the engine — you can just about get a set of golf clubs in. There is also a tiny trunk in the nose, sandwiched between the skinny get-you-home spare tire and the bulkhead behind the radiator.

• One unusual feature of the layout is that the gas tank is inserted longitudinally into the tunnel between the driver and passenger.

Although this tucks it out of the way, where the amount of fuel in the tank will not affect weight distribution, it does limit capacity to 7.5 gallons, the same amount as in the Honda CRX, but two gallons less than in the Corolla.

Weight distribution is quoted as 45 percent front, 55 percent rear, so the car should have excellent traction. It should also have excellent cornering and braking.

However, Toyota is not aiming the car straight at the sporty driver; in addition to the twin cam 1.6-liter 16-valve 130-EHP engine, there is the option of a 1.5-liter single OHC unit producing 83 BHP and designed for good gas mileage.

These are normally coupled to a five-speed manual transaxle, but a four-speed automatic can be supplied with the smaller engine.

Therefore, Toyota is aiming the car at people that want a light and compact runabout as well as those who want exciting performance.

A sales target of 2,000 units monthly has been set in Japan, but next January the MR2 will come to the U. S. and Canada in volumes of 3,000 a month. In addition, 300 will be sent monthly to Europe.

Government spent $75,000 on investigation

Details of DeLorean sting revealed

By Matt DeLorenzo
Los Angeles Reporter

LOS ANGELES. — A government agent who posed as an underworld kingpin took the stand in the John DeLorean drug trafficking case here and told prosecutors he was surprised when he learned the former auto maker wanted to get involved in a narcotics transaction.

John Valestra, who posed as John, an underworld figure willing to invest millions in drug profits in the DeLorean Motor Co., said he was shocked to learn from James Timothy Hoffman, the government's informant in the case, that DeLorean was interested in using the deal to generate cash for his failing car company.

Valestra recounted how he authorized Hoffman to begin taping conversations with DeLorean after the informant's initial contacts, which were unrecorded.

The prosecution went over transcripts of DeLorean's meeting with Hoffman and Valestra at the Boneventure Hotel, in Los Angeles, on Sept. 28, 1982, when the agent was introduced to DeLorean in undercover role as John Vicenza.

The government also played for the third time a tape of DeLorean's arrest at the Sheraton La Reina Plaza Hotel, near the Los Angeles airport, on Oct. 19, 1982. Valestra said the cocaine was placed before DeLorean to test his reaction to it and to gather more evidence for the sting operation.

Defense attorneys began cross-examining Valestra last week and attacked the agent's handling of various investigative reports and filings. Several of the report forms were back-dated to meet DEA guidelines. Valestra admitted to the practice, saying he did it to pass internal inspections.

Last week's testimony also revealed the government spent more than $75,000 in toll charges and expenses in investigating DeLorean, William Morgan Hetrick and Stephen Arrington.

Nissan observes Smyrna milestone

SMYRNA, Tenn. — At a company-wide meeting at Nissan Motor Mfg. Corp. U.S.A., nearly 2,000 employes celebrated the first anniversary of pickup truck production.

That first truck was presented to the Tennessee State Museum as part of the anniversary observance.

Mercedes hosts dealers' children

Mercedes-Benz of North America played host to 20 of its dealers' children during a two-week program held at the firm's main office in Montvale, N. J., and at Daimler-Benz, MBNA's parent company, in Stuttgart, West Germany. Above, Han-Juergen Hinrichs, Daimler-Benz board of management member in charge of sales, addresses the group during its visit overseas.

20 children of U. S. dealers take Mercedes trip

Next generation gets look at M-B

MONTVALE, N. J. — Twenty children of U. S. Mercedes-Benz dealers have taken a close look at the company's operations in this country and in West Germany.

The group, which included 19 sons and one daughter, spent a week at Mercedes-Benz of North America's main office here. The group also went to Stuttgart, the headquarters of Daimler-Benz, MBNA's parent company.

The seminar was designed to show the participants, who expect to be dealers one day, the workings of the Mercedes-Benz organization.

"These persons are important to us, because they represent our future," said MBNA Sales Vice President Burghard von Cramm.

"We invited them to see, first-hand, what the Mercedes organization is all about so they will be prepared to run their dealerships and be true representatives of Mercedes-Benz."

During the first week of the program, participants discussed matters directly affecting dealership operations. In the second week, they toured Daimler-Benz passenger-car and truck factories.

All seminar participants have been actively involved in their dealerships for several years, most in management positions.

• Participants were: Randy Ashcraft, Riverside Motors, Little Rock; Michael Britt, Britt Imports, Midland, Tex.; Perry England, England Motor Co., Greenville, Miss.; Mark Farina, Farina Motors, Massillon, O.; Daniel Gauthier, Gauthier Motors, Salem, Mass.; James Gordon, Herb Gordon Oldsmobile, Silver Spring, Md.; James Haun, Haun Motors, Bluefield, W. Va., and Ronald Heller, Mark Motors, Arlington Heights, Ill.

More were: Charlton Holmes, Holmes Pontiac Co., Shreveport, La.; Bruce Johnson, Johnson Motors, West Covina, Calif.; Carl David Johnson, Carl Johnson's Automotive Center of New Bern, New Bern, N. C.; Jeffrey Kimball, Kimball Motor Co., San Luis Obispo, Calif., and Tom Kinnebrew III, Kinnebrew Motors, Tallahassee.

Rounding out the group were: Karl Knauz, Knauz Continental Autos, Lake Forest, Ill.; Gregory Rasmussen, Don Rasmussen Co., Portland, Ore.; William Rehwald, W. I. Simonson, Inc., Santa Monica, Calif.; Mark Sawyer, Sawyer Auto Imports, DeKalb, Ill.; Dean Serrentino, Cambridge Imported Cars, Somerville, Mass.; Richard Snyder, Snyder's Auto Sales, Greenville, S. C., and Darlene Wigboldy, Star Motors, Evergreen Park, Ill.

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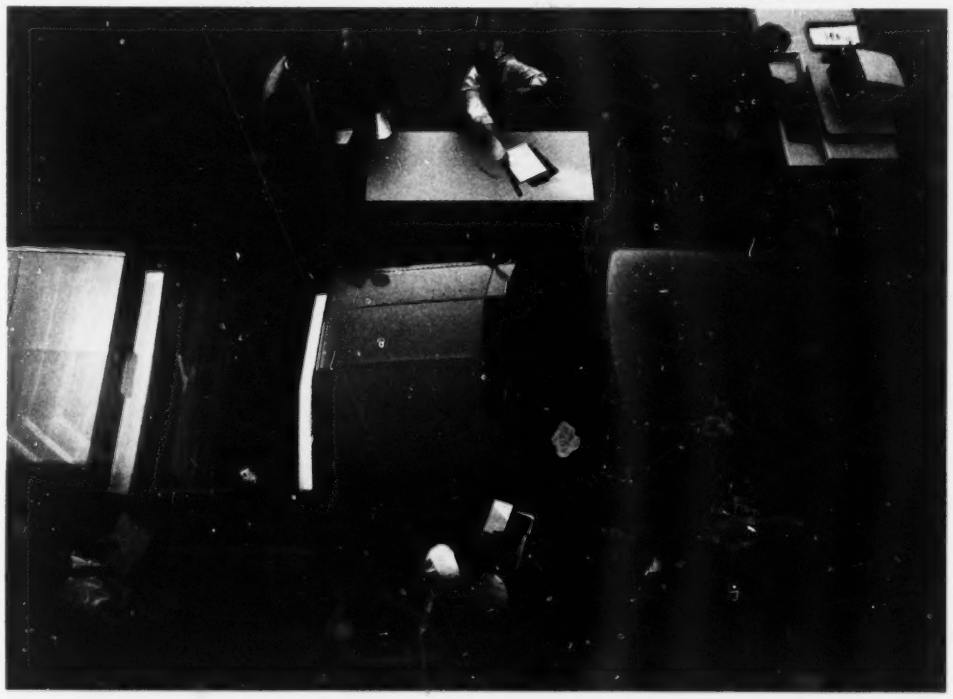

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Sales forecasts for this year are compared

HELENA, Mont.—NADA was right on target with its 1983 sales forecast of 9.2 million cars, according to the Montana Automobile Dealers Assn. bulletin.

Forecasts of millions of sales made in October, 1982, were listed by the Montana association as follows:

NADA	9.2
Data Resources	9.3
Merrill Lynch	9.5
*Consensus	9.6
Wharton	9.9
Conference Board	10.0
David Healy	10.3
University of Michigan	10.5

*Consensus of 43 economists.

In October, 1983, new-car sales forecasts for 1984 were made. Again in millions, they were:

Conference Board	9.8
Merrill Lynch	10.0
Maryann Keller	10.2
NADA	10.4
Consensus	10.4
University of Michigan	10.5
Robert Eggert	11.0

Boomershine's 25th

Walter M. Boomershine Jr., left, receives a Pontiac 25-year-dealer award from J. W. Johnston, Pontiac's Southeast regional manager.

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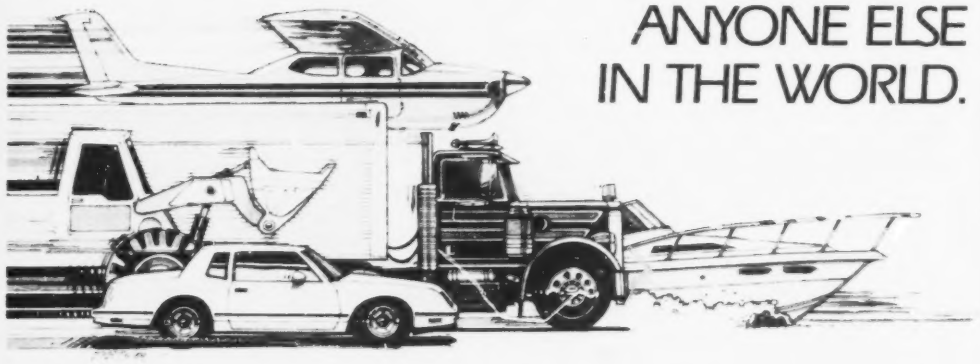

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IMPORT SALES BY MODEL

	May, 1984	May, 1983	5 Mos., 1984	5 Mos., 1983
Alfa Romeo	350	340	1,371	1,238
Audi	7,620	3,965	32,009	16,650
4000	1,630	1,120	7,074	4,779
4000d	.....	76	.....	716
5000/S	3,976	1,178	18,393	5,248
5000d/td	.....	694	.....	2,846
5000 turbo gas	1,142	238	3,088	1,145
Coupe	343	357	1,591	1,370
Quattro	14	12	28	212
4000 S Quattro	373	.....	1,693	.....
4000 S	142	.....	.....	.....
Tourist	.....	.....	.....	94
BMW	7,457	4,706	30,290	20,647
325	1,988	.....	4,208	.....
318/320	2,968	2,653	15,351	11,565
528/533	1,545	1,357	5,284	5,911
633	259	186	1,261	1,018
733	697	510	3,287	2,153
Chrysler/Mitsubishi	5,285	7,900	33,294	37,793
Colt	3,729	4,982	24,769	25,927
Conquest/Sapporo/Challenger	477	2,918	3,633	11,866
Vista	1,079	.....	4,892	.....
Fiat	.....	685	.....	3,226
Strada	.....	30	.....	272
Brava	.....	7	.....	68
X-1/9	.....	227	.....	912
Spider 2000	.....	421	.....	1,974
Honda	34,299	33,658	165,991	149,350
Civic	11,596	11,677	54,864	59,805
Civic CRX	3,472	.....	17,201	.....
Accord	12,837	16,065	62,335	81,048
Prelude	6,394	5,916	31,591	8,497
Isuzu	1,676	1,098	6,342	7,755
I-Mark	314	1,098	1,637	7,755
Impulse	1,362	.....	4,705	.....
Jaguar	1,603	1,658	7,045	6,152
XJ6	1,289	1,354	5,912	5,060
XJS	314	304	1,133	1,092
Lancia	.....	67	.....	401
Mazda	16,154	14,515	67,807	73,815
GLC	4,582	4,649	17,801	21,500
626	6,566	5,270	27,918	28,839
RX-7	5,006	4,596	22,088	23,476
Mercedes-Benz	6,919	6,630	34,600	28,952
190D	485	.....	2,985	.....
190E	1,260	.....	5,914	.....
240D	6	1,299	21	5,645
300D	1,525	1,643	7,479	7,550
300CD	161	169	702	737
300TD	223	277	1,103	1,116
300SD	1,421	1,807	7,066	7,151
380SE	593	.....	2,665	.....
500/380SEL	307	447	1,769	2,132
380SL/SLC	793	818	4,081	3,863
500/380SEC	145	170	815	758
Mitsubishi	4,016	2,300	16,487	11,249
Starion	755	558	3,423	2,304
Cordia	1,742	781	6,589	4,391
Tredia	1,519	961	6,475	4,554
Nissan	52,374	44,621	197,847	221,465
210	.....	.....	.....	336
Sentra	21,483	16,854	77,962	89,357
310	.....	101	1	1,855
Pulsar	3,777	4,053	14,936	23,881
Stanza	4,852	6,361	18,814	25,902
Maxima	7,056	6,533	26,241	28,735
200SX	7,023	3,154	24,886	17,911
300ZX/280ZX	7,566	7,220	32,676	31,731
Hawaii	617	345	2,331	1,757
Peugeot	1,743	1,173	8,040	5,990
Porsche	2,162	1,616	10,745	8,923
944	1,372	901	6,903	4,839
911SC	542	493	2,675	2,622
928S	248	222	1,167	1,261
Tourist	.....	.....	.....	201
Renault	937	3,330	5,145	12,342
LeCar	.....	2,016	.....	6,179
18i	287	265	891	1,248
Fuego	650	1,049	4,254	4,915
Saab	2,602	2,014	14,707	10,794
900	578	565	3,738	2,820
900S	848	547	4,457	2,823
Turbo	1,099	835	6,223	4,990
Tourist	77	67	287	161
Subaru	14,305	12,995	64,243	65,089
Toyota	60,506	50,147	211,622	225,631
Starlet	.....	524	258	4,390
Corolla	17,017	13,277	59,514	58,615
Tercel	10,430	13,414	37,058	66,349
Celica	9,231	10,719	34,783	47,215
Supra	2,899	2,312	11,356	13,361
Camry	11,509	5,709	35,134	15,250
Corona	.....	.....	.....	12
Cressida	3,205	3,367	13,337	16,257
Land Cruiser	271	380	822	2,123
VanWagon	4,107	.....	14,891	.....
Hawaii	1,256	445	3,884	2,059
4 Runner	581	.....	585	.....
Volkswagen	12,582	4,907	50,684	31,514
Rabbit Convertible	1,884	599	5,673	4,441
Jetta	4,266	1,642	20,103	8,285
Vanagon	2,592	966	9,132	5,692
Quantum	1,904	1,081	7,401	7,055
Scirocco	1,936	619	8,375	6,041
Volvo	10,210	8,421	47,808	39,524
DL	4,733	3,989	22,773	19,674
GL	2,693	1,474	12,866	7,426
GLT/Turbo	922	1,167	4,587	5,479
GLE	.....	13	.....	187
DL/GL Diesel	384	415	1,728	2,382
Coupe	.....	1	.....	3
760 (gas)	330	.....	2,371	.....
760 TurboDiesel	250	.....	1,469	.....
760 GT	691	.....	902	.....
Tourist	207	227	1,112	920
TOTAL	243,532	206,746	1,006,809	978,500

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IMPORT REGISTRATION SHARES IN U. S.

	MARCH					3 MONTHS				
	Regis., March, 1984	Percent Share of Market	Regis., March, 1983	Percent Share of Market	Pct. Pt. Change '84 vs. '83	Regis., 3 Mos., 1984	Percent Share of Market	Regis., 3 Mos., 1983	Percent Share of Market	Pct. Pt. Change '84 vs. '83
Honda	40,493	20.37	32,295	15.70	+ 4.67	114,566	19.48	126,496	22.68	— 3.20
Nissan	37,970	19.10	45,635	22.19	— 3.09	114,324	19.44	87,831	15.75	+ 3.69
Toyota	35,118	17.66	44,978	21.87	— 4.21	108,679	18.48	121,313	21.75	— 3.27
VW	13,456	6.77	12,373	6.02	+ 0.75	39,298	6.68	33,203	5.95	+ 0.73
Mazda	12,402	6.24	14,863	7.23	— 0.99	37,238	6.33	40,395	7.24	— 0.91
Subaru	11,093	5.58	12,734	6.19	— 0.61	35,433	6.03	33,974	6.09	— 0.06
Volvo	9,782	4.92	7,704	3.75	+ 1.17	24,508	4.17	19,504	3.50	+ 0.67
Mercedes	6,932	3.49	5,608	2.73	+ 0.76	20,198	3.43	16,174	2.90	+ 0.53
Audi	5,840	2.94	3,380	1.64	+ 1.30	15,786	2.68	13,779	2.47	+ 0.21
BMW	5,534	2.78	4,408	2.14	+ 0.64	15,521	2.64	9,199	1.65	+ 0.99
Others	20,182	10.15	21,665	10.54	— 0.39	62,579	10.64	55,912	10.02	+ 0.62
TOTAL	198,802		205,643			588,130		557,780		
Share of U. S. Total		23.80		28.37	— 4.57		24.87		29.53	— 4.66

1984 New York and Oklahoma figures from manufacturers' sales records. Oklahoma, 1983, not available. Figures for District of Columbia delayed.

Takes 69 pct. of March registrations vs. 78 pct. last year

Japan loses ground in import field

By Jenny L. King
Staff Writer

Japanese-built passenger cars dropped to 69.38 percent of the import market in March, compared with year-earlier penetration of 78.30 percent, according to registrations information from R. L. Polk & Co.

Import registrations as a whole were down, March to March, but were up 5.44 percent for the first quarter of the year. Japanese products dropped to 137,921 from 161,017 in March, the final month of their 1983-84 restrictions year.

Total imports registered during the month numbered 198,802, down 3.34 percent from 205,643 in 1983. Year-to-date import registrations of 588,130 were up 5.44 percent from 557,780 in 1983.

Honda moved boldly ahead in March, to 40,493 from 32,295 registrations, up 4.67 percentage points in the market and into first place among imports.

Second-place Nissan dropped 3.09 percentage points and Toyota, in an unaccustomed third place, plunged 4.21 percentage points. Honda's total includes both imported and U. S.-produced passenger cars.

Other importers gaining ground were Volkswagen, up 0.75 percentage points; Volvo, up 1.17 percentage points; Mercedes, up 0.76 percentage points; Audi, up 1.30 percentage points, and BMW, up 0.64 percentage points.

Mazda and Subaru lost footing, down 0.99 percentage points and 0.61 percentage points, respectively.

Ten imports claimed 89.85 percent of the import total in March, up from 89.46 percent a year earlier.

• For the first three months of 1984, Honda again was the large-scale winner, gaining 3.69 percentage points over its market share of 1983: Up to 19.44 percent from 15.75 percent. VW was up 0.73 percentage points (VW figures also include U. S.-built cars with imports) and the other European makes — Volvo, Mercedes, BMW and Audi — enjoyed advances in the market.

Toyota was down 3.20 percentage points in the first quarter, although it retained first place in volume by a narrow margin. Nissan dropped 3.27 percentage points, Mazda was down 0.91 percentage points and Subaru dipped 0.06 percentage points.

Ten imports claimed 89.36 percent of the first-quarter market, down 89.98 percent in 1983.

While Japanese products dropped to a 69.38-percent penetration this March from 78.30 percent a year ago, German cars climbed to 13.96 percent from 10.38 percent, Swedish products grew to 6.39 percent from 4.77 percent and the U. S. category swelled to 7.96 percent from 3.79 percent.

March import registrations from Japan and Europe were:

	March, 1984	March, 1983
Japan	137,921	161,017
West Germany	27,755	21,336
United States	15,822	7,785
Sweden	12,696	9,812
France	2,678	3,600
Great Britain	1,379	1,125
Italy	518	910
Ireland	33	58
TOTAL	198,802	205,643

First-quarter country-of-origin figures showed Japan slipping to 71.56 percent from 78.50 percent of the import market. German cars expanded to 13.18 percent from 10.67 percent; Sweden climbed to 5.50 percent from 4.47 percent, and the U. S. category grew to 7.51 percent from 3.66 percent. The numbers were:

	3 mos., 1984	3 mos., 1983
Japan	420,872	437,868
West Germany	77,490	59,528
United States	44,210	20,414
Sweden	32,342	24,959
France	7,802	9,644
Great Britain	4,210	2,999
Italy	1,109	2,227
Ireland	95	141
TOTAL	588,130	557,780

Registrations of imported small trucks continued their steep upward climb in March with a gain of 59.63 percent, to 57,332 from 35,916 last year. Numbers by major makers were:

	March, 1984	March, 1983
Toyota	19,576	11,533
Nissan	19,075	8,790
Mazda	9,727	5,726
Dodge Ram 50	2,994	2,339
Others	5,960	7,528
TOTAL	57,332	35,916

Imported truck registrations were up 59.45 percent the first quarter this year compared with the same period of 1983. Through March, 163,230 new trucks were enrolled across the country whereas 102,371 was the total a year earlier. Numbers per manufacturer included:

	3 mos., 1984	3 mos., 1983
Toyota	59,814	33,208
Nissan	48,275	25,311
Mazda	27,894	13,675
Dodge Ram 50	9,070	——
Ford Courier	——	7,563
Others	18,177	22,614
TOTAL	163,230	102,371

MARKET SHARES

3 MONTHS
1984 VS. 1983

Make	1984 Market Share	1983 Market Share	Pct. Pt. Change '84 vs. '83
Chevrolet	15.60	13.82	+1.78
Ford	12.72	11.38	+1.34
Oldsmobile	11.10	10.53	+0.57
Buick	8.64	8.90	−0.26
Pontiac	6.67	5.33	+1.34
Mercury	5.00	4.14	+0.86
Toyota	4.84	6.70	−1.86
Honda	4.83	4.65	+0.18
Nissan	4.60	6.42	−1.82
Dodge	3.45	3.47	−0.02
Cadillac	2.96	3.26	−0.30
Chrysler	2.89	2.73	+0.16
Plymouth	2.85	3.13	−0.28
AMC	1.99	2.62	−0.63
Volkswagen	1.66	1.76	−0.10
Mazda	1.57	2.14	−0.57
Subaru	1.50	1.80	−0.30
Lincoln	1.26	1.15	+0.11
Volvo	1.04	1.03	+0.01
Mercedes	0.05	0.86	−0.01
BMW	0.67	0.73	−0.06
Audi	0.66	0.49	+0.17
Other Imports	2.65	2.95	−0.30
Misc. Dom.	0.00	0.01	−0.01
TOTAL	2,364,869	1,888,868	

TOP CARS

U. S. registrations for three months, 1984 vs. 1983. Numbers for New York State and Oklahoma, 1984, compiled from sales records; Oklahoma, 1983, not available, District of Columbia delayed for March, 1984.

1984 Position		Make	1983 Position
1—	368,832	Chevrolet	260,970— 1
2—	300,896	Ford	214,917— 2
3—	262,516	Oldsmobile	198,892— 3
4—	204,360	Buick	168,101— 4
5—	157,660	Pontiac	100,698— 7
6—	118,354	Mercury	78,298— 9
7—	114,566	Toyota	126,496— 5
8—	114,324	Honda	87,831— 8
9—	108,679	Nissan	121,313— 6
10—	81,548	Dodge	65,582—10
11—	70,077	Cadillac	61,604—11
12—	68,474	Chrysler	51,552—13
13—	67,300	Plymouth	59,109—12
14—	46,972	AMC	49,403—14
15—	39,298	Volkswagen	33,203—17
16—	37,236	Mazda	40,395—15
17—	35,433	Subaru	33,974—16
18—	29,690	Lincoln	21,712—18
19—	24,508	Volvo	19,504—19
20—	20,198	Mercedes	16,174—20
21—	15,786	BMW	13,779—21
22—	15,521	Audi	9,199—22
	62,579	Other Impts.	55,912
	50	Misc. Dom.	250
	2,364,869	TOTAL	1,888,868

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report.

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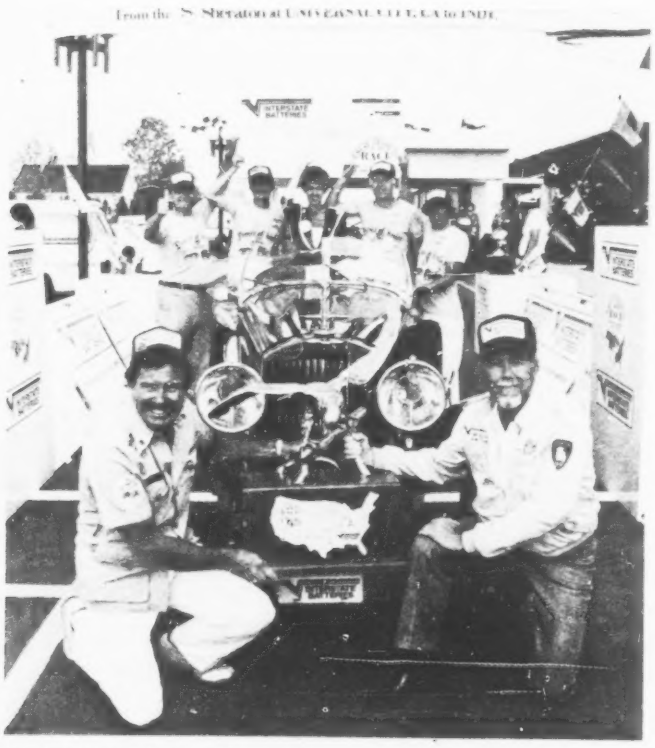
Tippett to be honored

DETROIT. — Camp Fire Detroit Area Council will honor Paul Tippett, American Motors chairman, at a fund-raising luncheon June 27 at Dearborn's Fairlane Manor. Camp Fire is honoring Tippett in recognition of his service to the community.



Great American winners

First place in the Great America Race went to Gary Wales, left foreground, who is accepting a trophy from Norm Miller, president of the sponsoring Interstate Battery System of America. Wales drove a 1936 bobtail Bentley roadster. At the rear, Wales' crew displays the winners' $100,000 check. The nine-day rally covered 3,000 miles.

North America, Europe seen losing ground in rest of century

Decline seen in West's auto share

WASHINGTON. — The North American and European shares of the world automobile market will drop from a total of 67 percent in 1985 to 58 percent by the year 2000, according to a report by the Organization for Economic Cooperation and Development.

Titled Long Term Outlook for the World Automobile Industry, the report expects the fastest growing markets until the end of the century to be Brazil, the Soviet Union, Mexico, the Middle East and Eastern Europe.

By 2000, total world auto production is expected to increase from 35.2 million units in 1985 to 46.6 million units.

Despite the drop in the North American/European share, the number of units produced for those two areas will increase from 23.6 million to 27.0 million during the period, according to the report.

The report also suggests that the recent agreement between General Motors and Toyota for the joint development and construction of a U. S.-built car points the way the auto industry can be expected to evolve in the coming years.

The growing internationalization of the industry is an inevitable response, the report claims, to what is increasingly a unified world market as far as products are concerned.

But the market is also increasingly compartmentalized in terms of the costs and barriers associated with importing or exporting motor vehicles.

Competition will also remain fierce, as demand grows more slowly and the saturation point is reached in most industrialized countries, the report said.

Many manufacturers not only have enormous assets tied up in existing plant and equipment, but are also investing huge sums to modernize and automate their plants to retain competitiveness, the report noted.

AWDA appoints Zuanich executive vice president

KANSAS CITY. — Louis A. Zuanich has been promoted to executive vice president of the Automotive Warehouse Distributors Assn. (AWDA), according to Daniel C. Sussen, AWDA chairman, Sussen, Inc., Cleveland, and Martin Fromm, AWDA president, Kansas City.

Zuanich has served AWDA since 1976 as its director of education and member services, and in his new position will assume some of the operating responsibilities for AWDA. Zuanich is president of Martin Fromm & Associates, Inc., the association management company which provides management services for AWDA.

Ursomarso appointed to turnpike group

HARRISBURG, Pa. — Frank Ursomarso, general manager of Union Park Pontiac, Wilmington, Del., was approved by the State Senate as a new member of the Pennsylvania Turnpike Commission.

Ursomarso, who lives in Chester County, Pa., close to Wilmington, has served as chairman of the state Horse Racing Commission.

factories list auction dates

American Motors

June 26—D-A Auto Auction, New Stanton, Pa.

June 27—Columbus Fair Auto Auction, Obetz, O.; Metro Milwaukee Auto Auction, Caledonia, Wis., and Central States Auto Auction, Mason City, Ia.

June 28—Minneapolis Northstar Auto Auction, Shakopee, Minn.; Evansville Auto Auction, Evansville, Ind., and Todd Auto Auction, Telford, Pa.

Chrysler Corp.

June 26—Hatfield Auto Auction, Hatfield, Pa.; Metro Auto Auction of Kansas City, Lee's Summit, Mo., and Salt Lake Auto Auction, Salt Lake City, Utah.

June 27 — Minneapolis Auto Auction, Plymouth, Minn.

June 28—Arena Auto Auction, Chicago, Ill.; Aptco Auto Auction, Taylor, Mich., and 166 Auto Auction, Springfield, Mo.

June 29—Concord Auto Auction, Acton, Mass.

Ford Motor Co.

June 27—Golden Gate Auto Auction, Fremont, Calif.; Minneapolis Northstar Auto Auction, Shakopee, Minn.

June 28—Aptco Auto Auction, Taylor, Mich.; Skyline Auto Exchange, Fairfield, N. J.

June 29—Denver Auto Auction, Englewood, Colo.

July 11—Clanton's Auto Auction, Darlington, S. C.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; Columbus Fair Auto Auction, Obetz, O.

July 17 — Harrisonburg Auto Auction, Harrisonburg, Va.

July 18—Northway Exchange, Clifton Park, N. Y.

July 19—Arena Auto Auction, Chicago, Ill.; 166 Auto Auction, Springfield, Mo.; South Seattle Auto Auction, Kent, Wash., and Dallas Auto Auction, Dallas, Tex.

July 25 — Southwest Auto Auction, Phoenix, Ariz.

July 26—Skyline Auto Exchange, Fairfield, N.J., and Aptco Auto Auction, Taylor, Mich.

General Motors

June 26—South Seattle Auto Auction, Inc., Kent, Wash.

June 27—Brasher's Auto Auction, Fontana, Calif.

June 28 — Aptco Auto Auction, Taylor, Mich.; Dallas Auto Auction, Grand Prairie, Tex., and Floyd Hauhe Auto Auction, Bridgeton, Mo.

July 11—Hatfield Auto Auction, Hatfield, Pa., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

July 12—Nashville Auto Auction, Nashvile, Tenn., and Denver Auto Auction Ltd., Englewood, Colo.

July 17—Southern Auto Auction, East Windsor, Conn., and Florida Auto Auction of Orlando, Ocoee, Fla.

July 18—Metro Auto Auction of Kansas City, Lee's Summit, Mo., and Golden Gate Auto Auction, Fremont, Calif.

July 19—Indianapolis Auto Auction, Indianapolis, Ind.

July 25—Clanton's Auto Auction, Inc., Darlington, S. C.

July 26—Butler Auto Auction, Gibsonia, Pa., and Arena Auto Auction, Chicago, Ill.

July 31—South Seattle Auto Auction, Kent, Wash.

Subaru dealership opens

RAYNHAM, Mass. — Silver City Subaru has opened here.

Used Car Sales
Auction Averages

June to date	$5,571
Month ago	$5,372
Year ago	$5,223

Model breakdown
Auction Averages

	JUNE	MAY	APRIL
1984	$12,000	$11,393	$13,891
1983	8,425	9,040	8,850
1982	6,350	6,165	6,589
1981	5,122	5,193	5,344
1980	4,325	4,345	4,621
1979	3,943	3,671	4,008
1978	2,384	2,431	2,910
1977	1,820	1,893	2,159
Overall Average	$ 5,571	$ 5,372	$ 5,418

used-car auction directory

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Makers build 158,354 cars for week

Downtime at VW, AMC cuts output

By Joe Wilssens
Staff Writer

Downtime at American Motors and Volkswagen of America caused auto assembly totals to slip from normal levels last week.

U. S. auto manufacturers targeted completion of 158,354 units last week, down 2.29 percent from the previous week's 162,068, but 3.63 percent greater than the year-ago-week's 152,810.

The total was low, in part, because Volkswagen concluded 1984 production at its Westmoreland (Pa.) facility June 15 and AMC was idle for the first of two weeks of scheduled vacation at the company's Kenosha (Wis.) plant.

So far this year, the industry has completed 4,104,201 autos, 28.89 percent above 3,184,123 completed during the comparable 1983 period.

Of last week's estimated output, General Motors accounted for 56.54 percent followed by Ford Motor Co., 23.86 percent, Chrysler Corp., 17.71 percent, and Honda, 1.89 percent.

Overtime was slated at 13 facilities last week.

GM led the overtime list with eight plants working extra hours Saturday (June 23). Two Saturday overtime shifts were worked at the company's Detroit, Janesville (Wis.), Lordstown (O.), Oklahoma City and Van Nuys (Calif.) facilities, while Bowling Green (Ky.), Orion (Mich.) and Wentzville (Mo.) scheduled one Saturday overtime shift.

GM's Baltimore, Lansing B-plant and Wilmington (Del.) facilities will remain down for model changeover until August, while the Lansing G-plant began production of the new GM20 car June 18.

Chrysler's Belvidere (Ill.), Newark (Del.) and St. Louis plants No. 1 and No. 2 worked two daily 9-hour shifts while the Jefferson (Detroit) plant worked two daily 8½-hour shifts.

Dealers, shoppers warned on flood-damaged BMWs

By John Russell
New York Staff Writer

MONTVALE, N. J.—BMW of North America is notifying consumers and its dealers that flood-damaged BMWs are "entering the stream of commerce."

A company spokesman said mailgrams have been sent to all dealers with the serial numbers of the cars. The company also is placing classified ads in the New York Times, the Wall Street Journal, the Los Angeles Times and other publications, saying these cars are considered total losses by the insurance company, Fireman's Fund. The cars span the model range.

Twenty were sold to an unidentified wholesaler, and some have emerged in Memphis.

The cars were damaged in recent flooding at a dealership in New Jersey. Thirty-one cars with a retail value of $680,000 were involved. Eleven were repurchased from the insurance company by the dealer.

BMW submitted a bid to Fireman's Fund to obtain the cars and destroy them. The company's bid was the lowest. BMW said it was not permitted to submit another bid. Instead, the insurance company sold them to the highest bidder. BMW voided the warranties. "Our position is, it is a mistake to have these cars enter the stream of commerce," the BMW spokesman said.

Fireman's Fund Vice President Wallace Kappler in Parsippany, N. J., said BMW was given opportunity to bid on the vehicles and, "they failed to respond effectively." All titles have been marked "flood" as required by New Jersey law, he said.

The BMW spokesman said the insurer's response was a "misstatement of fact," and there were disagreements between the insurance company and BMW.

"We submitted a bid based on the salvage value," and BMW did not intend to profit from the cars, only destroy them, he said. BMW told the insurer the cars should not be sold, he said.

Deal breaks ground

FRANKFORT, Ky. — Crossroads Ford-Lincoln-Mercury here has broken ground for its new dealership, slated to be completed by September. Bill Wingfield is president of the dealership.

Truck production continues high at 65,679 for week

Overtime at four General Motors assembly plants helped domestic truck manufacturers to continue high production levels last week.

U. S. truck makers slated assembly of 65,679 units last week, 2.26 percent better than the prior week's 64,227 and 21.89 percent above the year-ago week's 53,883.

Year-to-date, there have been 1,554,283 trucks built in the U. S., a noteworthy 40.73 percent improvement over 1,104,439 finished at this time last year.

GM was the only company recording overtime with four plants working extra hours. Two Saturday (June 23) overtime shifts were worked at Janesville (Wis.), Lordstown (O.) and Pontiac S-truck plant No. 5, while the Detroit P-plant worked one Saturday overtime shift.

Canada boosts weekly output of cars, trucks

Canadian auto production estimates showed an increase last week and truck manufacturers projected their highest weekly assembly total of the year.

Canadian makers targeted completion of 24,986 cars last week, 5.68 percent greater than the prior week's 23,644 and 13.33 percent higher than the year-ago week's 22,048.

So far this year, the manufacturers have assembled 566,983 autos, 9.99 percent better than the 515,499 finished at this time last year.

Canadian truck manufacturers stepped up production and scheduled 18,146 trucks last week, up 2.42 percent from the previous week's 17,717 and 49.25 percent above the year-ago week's 12,158.

Year-to-date, 418,156 trucks have been built in Canada, 57.05 percent higher than 266,251 completed during the same 1983 period.

CANADIAN CAR PRODUCTION

	Week Ended June 23 1984	Week Ended June 25 1983	Week Ended June 16 1984	June to Date	Jan. 1, to June 25 1983	Jan. 1, to June 23 1984
AMERICAN MOTORS	600	327	599	1,930	15,533	12,240
CHRYSLER CORP.	.....	.....	.....	.....	103,857	.....
FORD MOTOR	10,650	9,708	10,527	34,019	112,162	223,796
GENERAL MOTORS	13,511	11,833	12,317	42,077	278,682	325,521
VOLVO	225	180	201	696	5,265	5,426
Total Cars, Canada	24,986	22,048	23,644	78,722	515,499	566,983

TRUCK PRODUCTION IN U. S.†

	Week Ended June 23 1984	Week Ended June 25 1983	Week Ended June 16 1984	June to Date	Jan. 1, to June 25 1983	Jan. 1, to June 23 1984
CHEVROLET	20,920	18,998	18,238	62,476	380,478	485,766
DODGE	4,100	3,288	4,288	13,423	66,192	102,391
FORD	25,584	22,509	26,234	82,201	441,606	602,016
GMC	6,518	5,369	6,546	21,378	125,865	159,052
INTERNATIONAL	1,607	1,242	1,741	5,386	24,712	37,712
VOLKSWAGEN	.....	.....	.....	.....	2,079	.....
JEEP	3,800	1,427	3,971	12,334	38,517	93,573
NISSAN	2,100	.....	2,159	6,683	.....	47,093
AM GENERAL	50*	50*	50*	159*	1,190*	1,280*
MISCELLANEOUS	1,000*	1,000*	1,000*	3,160*	23,800*	25,400*
Total Trucks, U. S.	65,679	53,883	64,227	207,200	1,104,439	1,554,283

CANADIAN TRUCK PRODUCTION

	Week Ended June 23 1984	Week Ended June 25 1983	Week Ended June 16 1984	June to Date	Jan. 1, to June 25 1983	Jan. 1, to June 23 1984
CHRYSLER CORP.	8,328	2,660	8,305	26,221	66,447	181,448
FORD MOTOR	3,400	3,527	3,400	10,826	70,407	81,080
GENERAL MOTORS	6,248	5,971	5,827	19,656	126,181	151,963
INTERNATIONAL	170	.....	185	553	3,216	3,665
Total Trucks, Canada	18,146	12,158	17,717	57,256	266,251	418,156
N. American Trucks	83,825	66,041	81,944	264,456	1,370,690	1,972,439

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government destined vehicles.

U. S. CAR PRODUCTION

	Week Ended June 23 1984	Week Ended June 25 1983	Week Ended June 16 1984	June to Date	Jan. 1, to June 25 1983	Jan. 1, to June 23 1984
AMERICAN MOTORS	.....	4,362	3,355	9,006	89,993	95,648
AMC Total	.....	.....	.....	.....	4,071	.....
Eagle	.....	.....	.....	.....	4,071	.....
Renault Total	.....	4,362	3,355	9,006	85,922	95,648
Alliance	.....	4,362	1,793	4,720	85,922	51,180
Encore	.....	.....	1,562	4,286	.....	44,468
CHRYSLER CORP.	28,050	18,527	27,660	89,780	422,210	662,781
Plymouth Total	7,650	6,612	7,420	24,926	149,871	193,933
Horizon	3,500	2,550	2,849	10,814	52,213	79,868
Reliant	3,400	3,925	3,952	11,979	94,836	99,235
Caravelle†	250	137	163	670	2,822	4,762
Gran Fury	500	.....	456	1,463	.....	10,068
Chrysler Total	9,900	3,919	9,464	30,980	102,801	222,653
LeBaron	3,200	958	2,788	9,648	47,874	67,255
Laser	1,800	.....	1,572	5,426	.....	40,402
Chrysler E-Class	2,500	2,961	2,882	8,210	54,877	56,916
Fifth Avenue	2,400	.....	2,222	7,696	.....	58,080
Dodge Total	10,500	7,996	10,776	33,874	169,538	246,195
Omni	3,500	3,804	3,041	10,530	59,708	75,632
Aries	3,200	2,446	3,872	10,383	71,441	78,809
Daytona	1,100	.....	1,068	3,739	.....	30,190
Dodge 400	.....	323	.....	.....	17,365	.....
Dodge 600	1,700	1,423	1,832	5,786	21,024	42,768
Diplomat	1,000	.....	963	3,436	.....	18,796
FORD MOTOR	37,775	35,320	37,494	119,869	737,145	890,001
Ford Division	23,361	22,042	24,205	76,030	474,108	580,102
Escort	6,906	5,386	7,920	73,506	133,556	179,793
Fairmont	.....	.....	.....	.....	23,728	.....
Mustang	3,246	3,534	3,252	10,232	60,543	68,256
LTD	4,442	4,009	4,162	13,368	88,624	111,571
Thunderbird	2,537	3,691	2,750	10,192	103,250	80,901
Crown Victoria	1,689	2,217	1,309	4,480	45,765	38,694
EXP	1,092	.....	1,151	2,938	1,184	16,784
Tempo	3,449	3,205	3,631	11,314	17,458	84,103
L-M Division	14,414	13,278	13,289	43,839	263,037	309,899
Mercury Total	10,230	10,454	9,981	31,632	207,597	223,627
Lynx	1,341	1,998	1,309	4,009	34,180	34,265
Capri	213	524	233	802	11,622	9,149
Zephyr	.....	.....	.....	.....	8,601	.....
Marquis	2,768	1,837	2,736	8,992	38,032	57,676
Cougar	3,122	3,260	2,781	8,556	57,433	52,851
Grand Marquis	1,935	2,040	2,283	6,895	52,122	48,343
LN7	.....	.....	.....	.....	290	.....
Topaz	851	795	639	2,378	5,317	21,343
Lincoln Total	4,184	2,824	3,308	12,207	55,440	86,272
Continental	1,102	274	864	3,203	8,215	18,988
Lincoln	2,616	1,677	2,073	7,638	28,715	50,761
Mark VI/VII	466	873	371	1,366	18,510	16,523
GENERAL MOTORS	89,529	91,169	88,362	278,702	1,872,356	2,336,714
Buick Division	20,247	22,207	20,969	65,724	437,481	508,212
Skylark	2,195	3,344	2,245	6,925	53,069	49,528
Skyhawk	3,120	1,643	2,656	9,394	35,439	79,861
Century	4,666	4,463	4,166	14,113	77,763	111,911
Regal	3,960	5,179	4,813	14,267	124,002	111,660
Buick	3,887	6,341	4,492	13,323	125,328	109,422
Riviera	875	1,237	1,038	2,855	21,880	26,150
Electra (fwd)	1,544	.....	1,559	4,847	.....	19,680
Cadillac Division	6,711	5,939	6,554	20,447	162,531	166,235
Cimarron	298	321	265	877	10,370	9,008
Seville	760	589	904	2,493	17,413	20,891
Eldorado	1,695	1,364	2,014	5,529	38,101	39,756
Cadillac	2,098	3,665	1,673	6,012	96,647	75,763
DeVille (fwd)	1,860	.....	1,708	5,536	.....	20,817
Chevrolet Division	30,817	31,318	28,697	92,588	592,394	798,582
Chevette	2,542	4,039	2,176	6,141	90,428	100,889
Cavalier	9,819	8,070	8,280	28,568	130,389	207,226
Celebrity	6,394	5,098	6,118	19,610	56,028	150,041
Camaro	5,741	4,990	5,182	17,021	97,290	131,928
Citation	2,210	1,749	2,171	7,022	55,727	55,156
Malibu/El Camino	.....	3,338	.....	810	76,668	16,346
Monte Carlo	1,551	1,688	1,804	4,367	45,475	61,733
Chevrolet	1,960	1,728	2,347	7,109	29,647	58,979
Corvette	600	618	619	1,940	10,742	16,284
Oldsmobile Division	20,730	23,073	22,224	67,804	490,344	585,999
Omega	910	1,733	962	2,938	31,966	25,868
Firenza	1,197	1,238	1,118	3,959	23,906	38,643
Cutlass Supreme	3,377	6,167	3,956	11,392	141,231	150,675
Cutlass Ciera	5,565	5,161	6,533	18,796	96,682	141,106
Oldsmobile	6,621	7,898	6,579	21,318	176,881	184,128
Olds 98 (fwd)	1,985	.....	1,799	5,910	.....	21,877
Toronado	1,075	876	1,277	3,491	19,678	23,702
Pontiac Division	11,024	8,632	9,908	32,139	189,606	277,686
Acadian†	100	408	135	336	8,778	8,774
2000 Sunbird	3,378	2,321	2,957	10,247	50,069	75,214
1000	500	1,068	554	1,590	20,243	20,532
Firebird	3,051	2,399	2,622	8,488	46,741	56,919
Phoenix	855	405	840	2,686	13,764	12,405
Grand Prix/Bonneville	.....	2,031	.....	.....	50,011	29,733
Parisienne	440	.....	517	1,545	.....	14,244
Fiero	2,700	.....	2,283	7,247	.....	59,865
HONDA	3,000	1,126	3,015	9,361	17,315	63,626
VOLKSWAGEN	.....	2,306	2,182	4,899	45,104	55,431
Total Cars, U. S.	158,354	152,810	162,068	511,617	3,184,123	4,104,201
Total Cars, Canada	24,986	22,048	23,644	78,722	515,499	566,983
N. American Cars	183,340	174,858	185,712	590,339	3,699,622	4,671,184
N. American Trucks	83,825	66,041	81,944	264,456	1,370,690	1,972,439
North American Cars and Trucks	267,165	240,899	267,656	854,795	5,070,312	6,643,623

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.

General Motors scheduled Saturday (June 23) overtime at two of its Oshawa (Ont.) facilities last week. Both the Oshawa truck plant and auto plant No. 1 worked eight-hour overtime shifts.

Chrysler Corp. estimated production of 2,358 Dodge Caravans, 2,346 Plymouth Voyagers and 936 Mini Ram Vans at its Windsor (Ont.) plant last week bringing the year-to-date T-115 total to 110,873.

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Automotive News

July 2, 1984

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Protection is bad for auto makers, economists say

By Helen Kahn
and Geoff Sundstrom

WASHINGTON. — The greatest contribution to the continuing argument over the competitiveness of the domestic auto industry came from academic outsiders during two simultaneous Senate subcommittee hearings last week.

Although spokesmen for General Motors, Ford Motor Co. and Chrysler Corp. went from one hearing to the other, they had nothing new to offer.

Instead, the highlights were a remarkable — and perhaps unique — agreement of a bevy of economists that protectionism was a bad thing and a forthcoming article by a Bookings Institution fellow calling quotas on Japanese cars "stupid policy."

A Senate Foreign Relations subcommittee, chaired by Senator Charles Mathias, Maryland Republican, is midway in a series involving policy for various industries, and a Senate Finance subcommittee, chaired by Senator John C. Danforth, Missouri Republican, honed in on whether the "voluntary" restraint agreement (VRA) on Japanese cars is needed for a fifth year (although the current year will not expire until next April).

Both were essentially wrap-ups. No action is expected on industrial policy or quotas this time around.

As the Big Three came to Capitol Hill and lined up in what is becoming familiar fashion regarding auto trade issues, GM's Vice President and Chief Economist Dr. Maria v.N. Whitman argued against continued restraint on Japanese imports which is interfering with GM's plans to import Suzuki and Isuzu subcompacts.

• Whitman defended GM's import plan, including negotiations with Daewoo Motor Co. of Korea as a source of additional subcompacts for GM dealers, along with GM's joint venture with Toyota for the production of subcompacts in California.

She cited continued GM investment in U. S. car production. Whitman said it was "unmitigated nonsense" to suggest GM is abandoning U. S. small-car production.

Chrysler Executive Vice President for Finance R. S. Miller Jr. restated Chairman Lee Iacocca's offer to "sit down" with the auto industry's major players in an effort to fashion an industrial policy for the industry.

If an industrial policy were agreed to, Chrysler would drop its support of the present quota arrangement on Japanese vehicles, Miller implied.

Miller said Chrysler would agree to hold the line on small-car prices, freeze outsourcing purchases and limit executive bonuses if the government would tackle exchange-rate differences and tax differentials between the U. S. and Japan.

The UAW and Chrysler would also be required to negotiate on work rules and health care costs.

Miller again put forward Iacocca's plan to reduce the federal deficit by raising taxes on imported oil and on gasoline at the pump.

• Ford Vice President Kenneth Whipple told the senators a continuation of the VRA was necessary because of the stability

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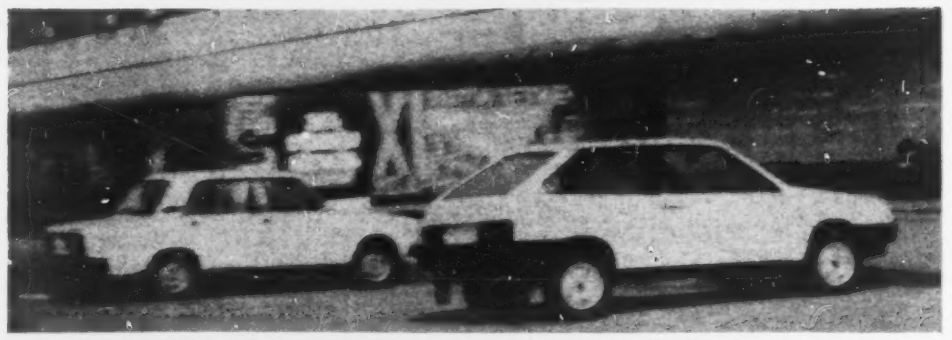
Lada da



A peek at redesigned Lada

Unofficial photo shows new Lada 2108, right, beside a current model. Jointly developed by Lada and Porsche, the 2108 has an overhead-cam four, placed laterally and driving the front wheels through a five-speed transmission. Wheelbase is a bit longer than the current model's 94.5 inches. Estimated weight is 1,870 pounds.

Analysts expect interest rate will move even higher

Hike in prime seen as sales harpoon

By Michelle Krebs
Financial Editor

Auto analysts and car dealers fear a continued rise in the prime lending rate, followed by increases in consumer loan interest rates, may stall car sales.

Major banks boosted their prime rate—the rate charged on short-term, corporate loans — half a percentage point to 13 percent last week, reflecting an increase in their cost of funds and heavier borrowing demands.

It was the fourth increase this year, pushing the prime rate to its highest level since October, 1982.

"This is just what we didn't need. Rates are already too high," said Richard Hoskins, of Hoskins Chevrolet near Chicago. "What we need is a nice, steady climb in the economy."

Hoskins and other dealers surveyed by AUTOMOTIVE NEWS said their customers are more aware of and more sensitive than ever to economic indicators such as the prime rate.

"Cars are expensive . . . If the rate goes up a half percent, (customers) will be paying more," said Hoskins. "And if they think it has risen too much, they'll wait to buy another time."

Analysts agree the latest increase in the prime rate is by no means the last of the year, though they disagree on how high it will go.

They also say the recent increases in the prime rate eventually will catch up to consumer loan rates. Those rates have been hovering in the 13 to 14 percent range but edging up monthly, dealers said.

• Most analysts expected the prime rate to rise but not this soon — not before November's presidential election, said Thomas O'Grady, director of Automotive Market Research and Forecasting Services for Chase Econometrics.

Last week's increase in the prime accelerates his firm's prediction that the U. S. auto industry will sell 300,000 fewer units next year than in 1984.

Chase Econometrics' most recent forecast had called for auto loan interest rates to peak at 15 percent by the third quarter of 1985, and unemployment to hit 8.3 percent by the end of 1985. The Pennsylvania-based forecasting service predicted a 10.4-million sales year for the auto industry in 1984.

However, if auto loan rates jump much above 16 percent, car sales could drop by 800,000 units and changes in buying patterns will occur, O'Grady said.

Baby boomers, entering their peak earning years, will continue to buy sporty models, but the economy will take its greatest toll on smaller cars, O'Grady said. Smaller cars traditionally appeal to younger, less-affluent buyers who are the most sensitive to higher interest rates and are hit hardest by unemployment.

Data Resources, Inc., forecasted a slowdown in car sales for the next quarter more because of inventory shortages than higher interest rates. Nevertheless, higher interest rates will slow the economy, increase un-

Continued on Page 45, Col. 4

breaking news

GM scheduled to name 40 executives

DETROIT. — General Motors is expected to announce tomorrow (July 3) approximately 40 appointments of second- and third-level executives for its two new car divisions: Buick-Oldsmobile-Cadillac and Chevrolet-Pontiac-Canadian operations.

VWoA's Cummins leaves for Chicago firm

DETROIT. — Volkswagen of America Inc.'s Richard S. Cummins, 50, vice president — manufacturing, is resigning July 15 to take a job as president of a Chicago-based manufacturing company, unanounced at presstime. Replacing him will be Bodo Dencker, 44, currently with Volkswagenwerk AG's utility vehicle management group in Hannover, West Germany.

IH restructures British debt

CHICAGO.—Lenders of International Harvester's British unit agreed to exchange $4 million worth of debt for 290,000

See BREAKING NEWS, Page 8, Col. 1

Revised sales agreements being signed and returned

Peace breaks out between dealers and Porsche

By John A. Russell
New York Staff Writer

NEW YORK. — The battle between Porsche Cars of North America and its dealers is officially over.

A revised sales agreement has been mailed to 304 dealers in the U. S. who indicated interest. John Cook, president of Porsche Cars, said dealers are signing and returning the agreements.

The company expected 100 to be signed by the end of last week and it is apparent that the battle is officially ended.

Ernie Semersky, chairman of the activist Porsche Dealers Action Committee, told AUTOMOTIVE NEWS the committee sent its final telegram to Porsche dealers. While he said that the agreement "is not perfect," it is comparable with any other sales agreement in the industry.

"We have a franchise," he said, adding that the goals of the committee were met — preserving the franchise system.

Now it is up to every dealer to make his own business decision, Semersky said.

A key part of the franchise agreement is that dealers agree to drop all pending legal actions against both Porsche, and its parent company, Porsche AG, as well as Volkswagen.

The franchise agreements sent to the dealers last week are revised and do eliminate some of the space requirements listed in the initial draft.

Cook said 253 dealers were mailed sales and service agreements and 47 were mailed letters of intent. Letters of intent were

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And name game in Detroit heats up

Ford European shuffle incomplete

By Dan McCosh
Detroit Reporter

The more-or-less lateral transfer of Ford Motor Co.'s Robert A. Lutz, 52, from executive vice president — International Automotive Operations to chairman of Ford of Europe still leaves the key post of president of the latter organization unfilled, a sign that all cards have not been dealt in Ford's most recent organizational shuffle.

News Analysis

For the past decade, a relatively orderly transition of management in Ford's European operations has distinguished it from Ford's World Headquarters in Dearborn, where a number of top Ford executives lost their grip scrambling for the top rungs on the corporate ladder.

But during the past year, four of Ford's key international executives have retired or quit. International Operations today is plagued with even more problems in executive transition than World Headquarters.

The abrupt resignation in May of James A. Capolongo, 49, as president of Ford of Europe, which followed the early retirement of Chairman Edward J. Blanch, 58, by just one month, created several unanticipated blank spots in Ford's overseas operations.

Sir Brian Inglis retired in April as head of Ford's Asia-Pacific Operations. Erick Reickert, architect of Ford's overseas sourcing program, left the company early this year to work for Chrysler Corp.

• Ford of Europe accounts for some 30 percent of Ford's automotive revenue, and its alumni include Chairman Philip Caldwell, President Donald E. Petersen and Executive Vice President Harold A. Poling, who heads North American Automotive Operations (NAAO).

The abrupt departure of Lutz —who has been rumored as potential chairmanship material— to shore up Europe's management heats up the name games in Detroit over the likely succession of Ford's top-level management following the anticipated retirement of Chairman Caldwell, who turns 65 next January.

Under the recent realignment, Lutz' former job—executive vice president for International Automotive Operations—has been eliminated. But Ford insiders say this may be a temporary move, necessitated by Lutz' keeping his seat on the board of directors and a corporate executive vice presidency.

Filling the post would only add to the confusion.

Lutz takes over a Ford of Europe management team that includes a number of new arrivals:

Walter Hayes, formerly head of Ford's corporate relations, recently took over as vice chairman. Hayes insists that he is interested only in establishing a department of external affairs, rather than getting involved in operations.

• Gordon B. MacKenzie, 63, took over in sales and marketing in February. Other key Ford of Europe posts are held by William S. Hayden, vice president—manufacturing; Kenneth E. Kohrs, vice president—product development, and Murray L. Reichenstein, vice president—finance.

The unprecedented turnover in Europe means finding a new president — whether from this group or elsewhere in the corporation—and setting up a line of transition is one of Lutz' first orders of business.

"Caldwell is the type that says if you mess something up, you go fix it," says one source close to the situation—a reference to frequent reports that a personality conflict between Capolongo and Lutz precipitated Capolongo's resignation.

Despite the frequent description of Ford's European operation as "troubled," Ford executives insist that it still is more profitable than those of its competitors. Its admitted soft spot is fleet sales in the UK, where the radically styled Sierra has not been acceptable to corporate buyers.

Ford's record penetration of 12.6 percent in Europe last year nearly captured the first-place slot for the first time.

• But Ford today is facing much stronger competition in a market where six manufacturers stay within a percentage point of penetration of each other, and General Motors has been making rapid gains. With an auto market not yet recovered from the last recession, Europe is not contributing to Ford's profits as it once was.

Concurrently, Ford is becoming much more dependent on its overseas operations for new products in the U.S. At least three new cars will be coming from Europe to be sold under the new Merkur franchise in the U.S., and Mazda will be doing most of Ford's new small-car work through a variety of joint ventures.

"Fixing" Ford's organizational problems overseas thus becomes even more critical.

While most of the attention has been on Europe, Ford also realigned its Asia sphere. The restructuring leaves Ford overseas with an assymetrical two-way split: Ford of Europe and a consolidated Latin American and Asia-Pacific operation.

Lutz' counterpart, running the newly consolidated Latin American and Asia-Pacific operations is L. Lindsey Halstead, 53, formerly vice president — Latin American Operations, now reporting directly to Petersen.

On paper, Halstead and Lutz appear organizational equals, but Lutz' position obviously is enhanced by his title and board seat.

• Halstead's broadened responsibilities were not accompanied by the appointment of anyone to directly supervise Latin America, a geographic region that includes the troubled Argentinian operations, volatile South Africa and the Mideast—but excludes Central America and Mexico, which today are under the aegis of Ford's NAAO.

Alexander J. Trotman, 50, who remains in his job as head of Asia-Pacific, now reports to Halstead rather than Lutz. Trotman succeeded Inglis at the Asia-Pacific job only three months ago. John T. Eby remains president of Ford of Japan, while Inglis continues to sit on the board of directors of Mazda Motors Corp., Ford's Japanese partner and cornerstone of its plans in Asia-Pacific and North America.

The latest moves in Europe may signal a growing autonomy for that operation, contrasting with Ford's embracing Mexico and Japan as an adjunct to its North American sourcing plans.

Also likely is a weakening of the often-traversed "bridge" between Europe and U.S. executive ladders — with Europe's thinning ranks demanding immediate attention, rather than serving as an executive bullpen as it had in the past.

Upsizing the downsized Cadillac

Marquis Custom Coach, Canoga Park, Calif., took Cadillac's downsized DeVille and stretched it five feet—enough to make its '85 Marquis Royale Coach longer than the rear-drive '84 Cadillac limousine. The Marquis limo includes color TV, walnut beverage console with crystal service, moonroof, intercom, divider window and load-leveling controls. Price is about $45,000.

German auto strike reaches compromise

FRANKFURT, West Germany.—The West German auto industry looks to be heading for a shorter working week — but not the 35 hours which became the battle cry of the IG Metall union members.

A complex compromise based on a 38.5-hour working week has been accepted in principle by both sides in the arbitration panel headed by Georg Leber.

At the end of last week (June 25-29) employers belonging to Gesamtmetall and workers belonging to IG Metall were seeking approval from their members. However, it looked as though union members might reject the compromise.

Should the strike be settled, cranking up to full production could take up to a week. The seven-week strike, over the issue of a reduction in the 40-hour week, has made 450,000 auto workers idle and cost the companies an estimated loss in production of up to $2 billion by value.

Technically, the arbitration worked out at Ludwigsburg, near Stuttgart, covers only North Baden-Wurttemburg, home of Daimler-Benz, Bosch and other key component suppliers. In practice, it is likely to be accepted by both sides in Hesse, where Opel is located.

Other states are not directly involved, but the block on vital components from Baden-Wurttemburg and Hesse paralyzed almost the whole of the country's auto industry.

If it is given the go-ahead, the 38.5-hour week will begin April 1 next year and run to the end of September, 1986. Up to that period employes will receive an additional pay increase of 3.3 percent plus an additional $90 to cover the period from January this year, when the previous contract expired.

When the shorter week comes into effect, pay will rise by 2 percent.

April total of 836,717 is highest since 1979

Month's registrations rise 14 pct.

By Jenny L. King
Staff Writer

The total of domestic and imported new cars registered in April was the highest for that month in five years and climbed 14.87 percent above the year-ago sum.

Figures compiled by R. L. Polk & Co. showed an April total of 836,717 registrations compared with 728,409 a year earlier. March, 1984, registrations reached 835,311, a difference of plus 0.17 percent in favor of April.

It was the best accounting for an April since 1979 when registrations totaled 955,807. The April record was set in 1973: 968,700.

Domestic registrations were up 22.11 percent April to April, and were up 1.99 percent compared with March of this year. Domestics numbered 649,163 this April, 531,620 for the month a year earlier and 636,509 the preceding month.

Imports plunged 4.60 percentage points in market penetration during the month, stopping

Continued on Page 36, Col. 1

NEW-CAR MARKET SHARES IN U. S.

	APRIL					FOUR MONTHS				
	Regis., April, 1984	Percent Share of Market	Regis., April, 1983	Percent Share of Market	Pct. Pt. Change '84 vs. '83	Regis., 4 mos., 1984	Percent Share of Market	Regis., 4 mos., 1983	Percent Share of Market	Pct. Pt. Change '84 vs. '83
Chevrolet	136,829	16.35	108,214	14.86	+ 1.49	505,661	15.79	369,184	14.11	+ 1.68
Ford	109,862	13.13	78,565	10.80	+ 2.33	410,758	12.83	293,582	11.22	+ 1.61
Oldsmobile	95,362	11.40	81,620	11.20	+ 0.20	357,878	11.18	280,512	10.72	+ 0.46
Buick	77,603	9.27	67,530	9.27	0.00	281,963	8.81	235,631	9.00	— 0.19
Pontiac	58,237	6.96	40,117	5.51	+ 1.45	215,897	6.74	140,815	5.38	+ 1.36
Mercury	43,063	5.15	30,253	4.15	+ 4.15	161,417	5.04	108,551	4.15	+ 0.89
Dodge	29,191	3.49	27,339	3.75	— 0.26	110,739	3.46	92,921	3.55	— 0.09
Cadillac	26,020	3.11	24,087	3.31	— 0.20	96,097	3.00	85,691	3.27	— 0.27
Chrysler	24,595	2.94	24,017	3.30	— 0.36	93,069	2.91	75,569	2.89	+ 0.02
Plymouth	23,126	2.76	24,9[illegible]	3.42	— 0.66	90,426	2.82	84,020	3.21	— 0.39
AMC	13,847	1.66	16,623	2.28	— 0.62	60,819	1.90	66,026	2.52	— 0.62
Lincoln	11,410	1.36	8,192	1.13	+ 0.23	41,100	1.29	29,904	1.14	+ 0.15
GENERAL MOTORS	394,051	47.09	321,568	44.15	+ 2.94	1,457,496	45.52	1,111,833	42.48	+ 3.04
FORD MOTOR CO.	164,335	19.64	117,110	16.08	+ 3.56	613,275	19.16	432,037	16.51	+ 2.65
CHRYSLER CORP.	76,912	9.19	76,267	10.47	— 1.28	294,234	9.19	252,510	9.65	— 0.46
AMC	13,847	1.66	16,623	2.28	— 0.62	60,819	1.90	66,026	2.52	— 0.62
IMPORTS	187,554	22.42	196,789	27.02	— 4.60	775,684	24.23	754,569	28.83	— 4.60
MISC. DOMESTIC	18	0.00	52	0.00	0.00	78	0.00	302	0.01	— 0.01
TOTAL	836,717		728,409			3,201,586		2,425,902		

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report. New York and Oklahoma for 1984 from manufacturers' sales records. Oklahoma '83 figures not available. Current Utah delayed.

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59th year — No. 5029

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Next tourist attraction: Buick City, in 1986

FLINT. — Buick factory tours for visitors will be temporarily interrupted July 1 during conversion of the Buick facility to produce 1986 models in the new Buick City complex.

Buick has been conducting visitors through the plant on a scheduled basis for 40 years. Approximately 23,000 visitors go through the plant each year.

factories list auction dates

American Motors

July 3—Aptco Auto Auction, Taylor, Mich., and Kansas City Auto Auction, Kansas City, Mo.

July 5—Evansville Auto Auction, Evansville, Ind.

July 6 — Floyd Hauhe Auto Auction, Bridgeton, Mo., and Concord Auto Auction, Acton, Mass.

July 10 — Golden Gate Auto Auction, Fremont, Calif.; D-A Auto Auction, New Stanton, Pa., and High Point Auto Auction, High Point, N. C.

July 11—Columbus Fair Auto Auction, Obetz, O.; Metro Milwaukee Auto Auction, Caledonia, Wis., and Central States Auto Auction. Mason City, Ia.

July 12 — Evansville Auto Auction, Evansville, Ind.; Corry Auto Auction, Corry, Pa.; Minneapolis Northstar Auto Auction, Shakopee, Minn., and Todd Auto Auction, Telford, Pa.

July 17—Aptco Auto Auction, Taylor, Mich.

July 18 — Kansas City Auto Auction, Kansas City, Mo.; Metro Milwaukee Auto Auction, Caledonia, Wis.; Southern Auto Auction, Warehouse Point, Conn., and Central States Auto Auction, Mason City, Ia.

July 19 — Evansville Auto Auction, Evansville, Ind., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

July 20 — Floyd Hauhe Auto Auction, Bridgeton, Mo., and Corry Auto Auction, Corry, Pa.

July 24 — D-A Auto Auction, New Stanton, Pa., and High Point Auto Auction, High Point, N. C.

July 25—Columbus Fair Auto Auction, Obetz, O.; Metro Milwaukee Auto Auction, Caledonia, Wis., and Central States Auto Auction, Mason City, Ia.

July 26 — Evansville Auto Auction, Evansville, Ind.; Corry Auto Auction, Corry, Pa.; Minneapolis Northstar Auto Auction, Shakopee, Minn., and Todd Auto Auction, Telford, Pa.

July 31—Aptco Auto Auction, Taylor, Mich.

Ford Motor Co.

July 11—Clanton's Auto Auction, Darlington, S.C., Metro Auto Auction of Kansas City, Lee's Summit, Mo., and Columbus Fair Auto Auction, Obetz, O.

July 17 — Harrisonburg Auto Auction, Harrisonburg, Va.

July 18—Northway Exchange, Clifton Park, N. Y.

July 19—Arena Auto Auction, Chicago, Ill.; 166 Auto Auction, Springfield, Mo.; South Seattle Auto Auction, Kent, Wash., and Dallas Auto Auction, Grand Prairie, Tex.

July 25 — Southwest Auto Auction, Phoenix, Ariz., and Golden Gate Auto Auction, Fremont, Calif.

July 26 — Skyline Auto Exchange, Inc., Fairfield, N. J., and Aptco Auto Auction, Taylor, Mich.

August 1—Concord Auto Auction, Acton, Mass., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

August 2 — Nashville Auto Auction, Nashville, Tenn.

General Motors

July 11—Hatfield Auto Auction, Hatfield, Pa., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

July 12—Nashville Auto Auction, Nashvile, Tenn., and Denver Auto Auction Ltd., Englewood, Colo.

July 17—Southern Auto Auction, East Windsor, Conn., and Florida Auto Auction of Orlando, Ocoee, Fla.

July 18—Metro Auto Auction of Kansas City, Lee's Summit, Mo., and Golden Gate Auto Auction, Fremont, Calif.

July 19—Indianapolis Auto Auction, Indianapolis, Ind.

July 25—Clanton's Auto Auction, Inc., Darlington, S. C.

July 26—Butler Auto Auction, Gibsonia, Pa., and Arena Auto Auction, Chicago, Ill.

July 26—Dallas Auto Auction, Grand Prairie, Tex.

July 31—South Seattle Auto Auction, Kent, Wash.

Used Car Sales

Auction Averages

June	$5,436
Month ago	$5,232
Year ago	$5,138

Model breakdown

Auction Averages

	JUNE	MAY	APRIL
1984	$10,601	$11,393	$13,891
1983	8,284	9,040	8,850
1982	6,185	6,165	6,589
1981	5,051	5,193	5,344
1980	4,358	4,345	4,621
1979	3,963	3,671	4,008
1978	2,432	2,431	2,910
1977	1,830	1,893	2,159
Overall Average	$ 5,436	$ 5,372	$ 5,418

Chrysler Corp.

July 3—Hatfield Auto Auction, Hatfield, Pa.

July 10—Aptco Auto Auction, Taylor, Mich.; Hatfield Auto Auction, Hatfield, Pa.; High Point Auto Auction, High Point, N. C.; South Seattle Auto Auction, Kent, Wash., and Florida Auto Auction of Orlando, Ocoee, Fla.

July 11—Sand Mountain Auto Auction, Boaz, Ala.; Columbus Fair Auto Auction, Obetz, O.; Butler Auto Auction, Gibsonia, Pa., and Harrisonburg Auto Auction, Harrisonburg, Va.

July 12—Evansville Auto Auction, Evansville, Ind.; Golden Gate Auto Auction, Fremont, Calif., and St. Pete Auto Auction Clearwater Fla.

Chrysler names Lee to Los Angeles post

LOS ANGELES.—Thomas E. Lee has been named assistant Los Angeles zone sales manager for Chrysler Corp. He formerly was assistant zone sales manager in Portland, Ore.

Lee replaces Paul L. Berrigan Jr., who has been transferred to Detroit to coordinate the launch of a new electronic communication program between Chrysler headquarters and the field sales force.

used-car auction directory

Display Rates: $68.50 per column inch (minimum space, 1 inch on 1 column). Listing Rates: (Maximum: Four lines of type - 1 time, $21.50; 13 times, $20.00; 26 times, $18.00; 52 times, $15.00. For Frequency Display Rates contact Want Ad Dept., Automotive News, 965 E. Jefferson, Detroit 48207. Phone (313) 567-9520. Closing: 12 days in advance. Next closing: July 4 for July 16 issue.

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April total of 836,717 is highest since 1979

Month's registrations rise 14 pct.

Continued from Page 3

at 22.42 percent compared with 27.02 percent a year earlier. Their year-to-date share dropped to 24.23 percent from 28.83 percent.

In the total marketplace, General Motors and Ford Motor Co. picked up more than six percentage points between them, as Chrysler's share diminished, American Motors was down and the imports caved in.

• GM passenger cars accounted for 47.09 percent of the April market, up from 44.15 percent a year earlier. Ford climbed to 19.64 percent from 16.08 percent. Chrysler slipped to 9.19 percent from 10.47 percent, AMC skidded to 1.66 percent from 2.28 percent and imports stopped at 22.42 percent, down from 27.02 percent.

Excluding imports, GM had 60.70 percent of the market, Ford had 25.32 percent, Chrysler had 11.85 percent and AMC had 2.13 percent. Miscellaneous domestics, once principally Checker cars and adding to a respectable number, dropped out of sight, the 18 units accounting for no percent.

With imports claiming 22.42 percent of the total market in May, the remaining segments according to market class were: Intermediates, 27.95 percent; compacts, 18.05 percent; subcompacts, 12.47 percent; standards, 10.85 percent, and luxury models, 8.26 percent.

The market class breakdown without imports included: 36.02 percent intermediates; 23.27 percent compacts; 16.68 percent subcompacts; 13.98 percent standards, and 10.65 percent luxury cars.

For the comparable month of 1983, the breakout for the total market was imports at 27.02 percent; intermediates at 25.96 percent, compacts at 16.18 percent, subcompacts at 11.53 percent; standards at 13.86 percent and luxury cars at 5.45 percent.

Registrations for the first four months of 1984 reached 3,201,586, up 22.33 percent from 2,617,277 last year. Two years ago, the total was 2,352,822 for January through April.

Domestic registrations of 2,425,902 were up 30.24 percent from 1,862,708 in 1983 and up 45.41 percent from 1,668,348 in 1982.

GM and Ford increased their penetration of the total market for the first four months. GM was up 3.04 percentage points, to 45.52 percent from 42.48 percent, and Ford gained 2.65 percentage points, going to 19.16 percent from 16.51 percent.

Imports skidded 4.60 percentage points, to a market penetration of 24.23 percent from 28.83 percent. Chrysler dropped to 9.19 percent from 9.65 percent and AMC was down to 1.90 percent from 2.52 percent a year earlier. Miscellaneous domestics had no share this year and 0.01 percent in 1983.

Among exclusively domestic registrations, GM earned 60.08 percent of the four-month market, up from 59.69 percent a year earlier. Ford grew to 25.28 percent from 23.19 percent. Chrysler dropped to 12.13 percent from 13.56 percent and AMC was down to 2.51 percent from 3.54 percent. Miscellaneous domestics disappeared, to 0.00 percent from 0.02 percent in 1983.

Officer gets an Escort

The Central Florida Auto Dealers Assn. presented officer Jim Bishop with a 1984 Ford Escort for his use as staff administrator of Central Florida Crimeline Crop., Inc. Shown above, from left, are: Dick Smith, president, McInerney Ford; George Nahas, Central Florida Auto Show chairman; Jim Boebinger, president of the dealer group, and Bishop.

Inspection law given new life in New Jersey

TRENTON, N. J. — Gov. Thomas H. Kean has signed legislation extending the state's law on car inspections. For two more years, motorists have the option of having their cars inspected at state centers for free or at private garages for a fee.

The extension was a compromise by Kean, whose administration had urged the continuation of the private system.

The governor asked for a $4 million to $5 million appropriation starting the July 1 fiscal year to begin a four-year expansion of the program. The money will be used to build new state centers, hire more inspectors and add lanes to existing stations.

The experimental dual-inspection system, initiated last November, was to expire in June. The state has 3,869 state-licensed garages and 37 inspection centers for its 5.5 million licensed drivers.

AUTOMOTIVE NEWS ANALYSIS OF NEW-CAR REGISTRATIONS

Based on R. L. Polk & Co. Statistical Report
APRIL, 1984 VS. APRIL, 1983

	1984 Month	1984 Year	1983 Month	1983 Year
AMC Alliance FWD	6,980	30,772	11,422	44,703
Encore FWD	5,250	22,571		
Spirit			681	2,715
Concord			1,368	5,161
Concord SW			589	2,491
Eagle 4WD	340	1,439	892	3,816
Eagle 4WD SW	1,277	6,037	1,671	7,140
TOTAL AMC	13,847	60,819	16,623	66,026
Chrysler Laser FWD	4,399	16,404		
LeBaron FWD	6,863	25,109	6,585	21,658
LeBaron SW FWD	819	3,278	989	3,125
E-Class/New Yorker FWD	6,416	26,526	6,414	19,466
Cordoba			1,629	5,124
New Yorker Fifth Avenue/Newport	6,098	21,752	8,173	25,423
Imperial			227	773
Total	24,595	93,069	24,017	75,569
Plymouth Horizon FWD	6,476	25,695	4,248	13,928
Turismo FWD	3,896	13,870	2,948	9,552
Reliant FWD	7,962	33,436	11,232	39,297
Reliant SW FWD	3,279	13,091	5,045	15,386
Gran Fury	1,513	4,334	1,438	5,857
Total	23,126	90,426	24,911	84,020
Dodge Omni FWD	5,502	21,203	3,751	12,639
Charger FWD	4,316	15,868	3,606	10,947
Daytona FWD	4,079	14,048		
Aries FWD	5,995	25,281	7,515	27,845
Aries SW FWD	2,215	10,701	3,588	11,907
600 '84/400'83 FWD	1,889	6,818	3,124	10,668
Diplomat	2,355	5,785	2,402	7,876
Mirada			573	1,862
600 FWD	2,840	11,035	2,780	9,177
Total	29,191	110,739	27,339	92,921
TOTAL CHRYSLER CORP.	76,912	294,234	76,267	252,510
Ford Escort FWD	21,703	83,696	21,295	76,795
Escort SW FWD	7,030	27,486	7,502	27,402
EXP FWD	2,257	7,502	2,090	7,204
Fairmont			5,236	34,193
Tempo FWD	21,040	82,874		2
LTD	12,610	44,928	8,332	36,279
LTD SW	4,966	18,049	3,615	14,231
LTD Crown Victoria	12,631	41,097	8,800	33,331
LTD Crown Victoria SW	2,872	10,035	2,054	8,080
Mustang	11,147	42,612	9,984	36,692
Thunderbird	13,606	52,479	9,757	19,373
Total	109,862	410,758	78,665	293,582
Lincoln Town Car	7,304	22,470	4,511	15,364
Mark VII	2,420	12,122	2,383	8,722
Continental	1,686	6,508	1,298	5,818
Total	11,410	41,100	8,192	29,904
Mercury Lynx FWD	4,187	16,943	5,249	18,531
Lynx SW FWD	1,137	4,583	1,527	5,684
LN7 FWD			565	2,269
Capri	1,473	6,695	1,709	7,841
Zephyr			1,577	10,286
Topaz FWD	5,689	24,671		
Marquis	7,240	25,387	3,645	14,655
Marquis SW	1,143	4,309	1,307	4,523
Grand Marquis	10,846	37,572	8,066	29,934
Grand Marquis SW	1,310	4,820	1,118	4,289
Cougar	9,838	36,437	5,490	10,539
Total	43,063	161,417	30,253	108,551
Lincoln-Mercury Division Total	54,473	202,517	38,445	138,455
TOTAL FORD MOTOR CO.	164,335	613,275	117,110	432,037
Buick Skylark FWD	8,940	31,940	8,769	31,059
Skyhawk FWD	9,492	29,518	5,822	18,694
Skyhawk SW FWD	889	3,039	1,061	3,198
Century FWD	15,913	53,787	10,195	36,359
Century SW FWD	2,726	8,543		
Regal	15,318	62,762	18,398	65,972
Regal SW			1,358	4,560
LeSabre	11,783	45,790	10,435	35,701
Electra	5,246	22,657	6,035	20,398
Electra FWD	1,691	1,932		
Buick SW	1,137	4,549	1,698	5,608
Riviera FWD	4,468	17,446	3,759	14,082
Total	77,603	281,963	67,530	235,631
Cadillac Deville	10,468	39,866	10,851	37,463
DeVille FWD	1,199	1,402		
Cimarron FWD	1,428	5,926	1,753	6,247
Fleetwood and Chassis	3,941	15,659	3,651	13,714
Fleetwood FWD	505	595		
Eldorado FWD	5,561	21,492	5,380	19,444
Seville FWD	2,918	11,157	2,452	8,823
Total	26,020	96,097	24,087	85,691
Chevrolet Chevette	15,811	61,971	15,836	55,312
Camaro	16,385	60,426	14,809	49,993
Cavalier FWD	23,718	82,919	13,859	41,771
Cavalier SW FWD	7,540	27,284	4,984	14,472
Citation FWD	9,323	35,365	8,863	34,984
Malibu			4,587	16,914
Malibu SW			4,652	16,425
Celebrity FWD	19,333	74,846	11,614	40,342
Celebrity SW FWD	8,591	27,467		
Monte Carlo	11,787	44,914	7,865	29,006
Impala	4,600	16,465	3,536	13,035
Caprice	12,449	46,689	10,853	36,085
Chevrolet SW	4,875	17,754	4,812	15,771
Corvette	2,417	9,561	1,944	5,074
Total	136,829	505,661	108,214	369,184
Oldsmobile Omega FWD	4,097	14,725	4,911	16,058
Firenza FWD	3,511	13,142	2,844	9,257
Firenza SW FWD	1,124	4,241	1,150	3,237
Cutlass Ciera FWD	18,480	67,140	12,621	44,335
Cutlass Ciera SW FWD	4,036	11,943		
Cutlass Supreme/Calais	31,128	118,158	25,658	89,072
Cutlass SW			2,015	6,814
Delta 88	20,891	72,751	17,522	60,035
98	4,716	20,841	9,358	32,947
98 FWD	1,486	1,945		
Oldsmobile SW	2,727	10,154	2,342	7,745
Toronado FWD	3,166	12,838	3,199	11,012
Total	95,362	357,878	81,620	280,512
Pontiac 1000	2,239	8,763	2,749	10,539
Firebird	8,421	21,202	7,666	28,215
2000 Sunbird FWD	9,028	31,917	6,304	19,435
2000 Sunbird SW FWD	956	3,809	997	3,254
Phoenix FWD	1,083	4,360	2,296	9,585
Bonneville	5,809	23,109	5,124	18,503
Bonneville SW			1,283	4,179
6000 FWD	8,924	32,394	6,369	22,097
6000 SW FWD	1,625	5,954		
Grand Prix	6,448	24,360	7,241	24,920
Parisienne	3,209	11,509	74	74
Pontiac SW	1,393	4,767	14	14
Fiero	9,102	33,753		
Total	58,237	215,897	40,117	140,815
TOTAL GM CORP.	394,051	1,457,496	321,568	1,111,833
Checker			31	214
Miscellaneous Domestic	18	78	52	302
Domestic Station Wagon Total	63,667	231,993	55,371	189,535
Domestic Grand Total	649,163	2,425,902	531,620	1,862,708
Import Total	187,554	775,684	196,789	754,569
Grand Total All Registrations	836,717	3,201,586	728,409	2,617,277

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report. New York and Oklahoma 1984 registrations compiled from manufacturers' sales records. Oklahoma 1983 figures not available. Current Utah registrations temporarily delayed.